

NAME

TITLE  
000-000-0000 / EMAIL / CITY, STATE, ZIP

Profile

To use my expertise as an industrial engineer with a passion for sales in a rewarding position that requires technical knowledge and persuasive communication skills to drive revenue growth and forge long-lasting client relationships.

Experience

Industrial Engineer Sales Specialist - XYZ Solutions/ Location

MONTH 2017 - 2021

- Conducted market research and identified potential customers, industries, and market trends to drive sales opportunities.
- Collaborated with engineering teams to understand product capabilities and tailor solutions to meet customer requirements.
- Developed and delivered persuasive sales presentations, demonstrating the value proposition of products/services and addressing customer pain points.
- Negotiated contracts, pricing, and terms to secure sales agreements and maximize profitability.
- Established and nurtured strong client relationships, providing ongoing support and serving as a trusted advisor.

Senior Sales Engineer - Johnson Manufacturing Company/ Location

MONTH 2012 – MONTH 2016

- Worked closely with customers to understand their specific needs and challenges, aligning engineering solutions to meet their requirements.
- Led the development of technical proposals, including cost estimation, feasibility analysis, and ROI calculations, to win new business opportunities.
- Collaborated with cross-functional teams, including R&D and product development, to enhance existing products and develop new solutions based on customer feedback.
- Conducted product demonstrations and training sessions for customers to showcase product features and benefits.
- Achieved and surpassed sales targets, consistently delivering revenue growth and contributing to the company's overall success.

Project Experience

- Sales process optimization:** Led a project to analyze and streamline the sales process, identifying areas for improvement, implementing automation tools, and developing standardized procedures to increase efficiency and shorten sales cycles.
- Customer needs assessment and solution development:** Conducted a comprehensive analysis of customer needs and pain points, collaborated with engineering teams to develop customized solutions, and presented tailored proposals to secure new business and drive revenue growth.
- Market expansion strategy:** Developed and executed a market expansion plan, including identifying target industries, conducting market research, and devising sales strategies to penetrate new markets and increase market share.

Education

(MBA) with a Concentration in Marketing - Columbia University

MONTH 2012

- GPA: LIST
- AWARD
- AWARD

BSc Industrial Engineering - University of California

MONTH 2010

- GPA: LIST
- AWARD
- AWARD

Skills

Expertise

- Technical acumen
- Sales and negotiation skills
- Problem-solving and solution-oriented mindset
- Product knowledge
- Market awareness

Licenses & Accreditations

Licenses & Accreditations

- Certified Sales Professional (CSP)
- Professional Engineer (PE) License
- Certified Sales Engineer (CSE)